

RFP Questions

Part 1: General Clarification Questions

Our responses to the following questions reflect our vision for the site, which is based upon the concept of creating a vibrant multi-use modern suburban center for Nassau County anchored by a transformed Nassau Coliseum that retains Long Island's only major sports franchise and attracts the best live entertainment for the benefit of all of Long Island. Our plan is designed to leverage the benefits of incorporating the surrounding sites controlled by the venture creating the ability for a 150 acre master plan, which will provide the maximum flexibility, address the needs of the community and the County and meet current market conditions. Final determination of the overall site plan, density and allocation of product type will be determined in conjunction with the Town of Hempstead. It is anticipated that the total investment in this project will be approximately \$1.5 billion and result in the creation of thousand of jobs, substantial incremental revenue to the County (and the State), greatly increase the tax base, attract new industries and address Nassau County's housing shortage and lack of available modern commercial space.

Where appropriate, we have included factors relating to our control of an additional twenty two plus acres inclusive of Marriot Hotel's easement on the 77 acre site (making the overall site approximately one hundred acres). Additionally, we anticipate utilizing an additional fifty acres (Reckson Plaza and the Omni Building) that is under the control of our joint venture to offer a broader range of flexibility to the overall master planning opportunities for the project including alleviating parking concerns relating to the project and providing greater open green space.

The specifics presented herein are our best estimates based on current market conditions. They are subject to change based upon market conditions and, of course, dialogue with the Town of Hempstead, whose zoning authority will ultimately control the mix of uses on the site, in order to most appropriately address the needs, concerns and opportunities presented by the community.

- 1) Program: Please provide detailed program information for each use. For residential, retail, commercial office, and other used please describe:
 - a. Total square footage by type: *Our vision is to create a modern suburban center for Nassau County centered on a transformed, state of the art Coliseum and Athletic Complex and a well designed 150 acre mixed use residential, hotel, retail and office development. Final square footage numbers and the desired mix will be based upon market conditions while still adhering to the overall plan direction. These numbers may vary greatly based upon input from the Town of Hempstead zoning authority and market conditions when the project is approved. Our plan initially contemplates:*

i. Residential	3,000,000 SF
ii. Retail	500,000 SF
iii. Commercial Office	1,000,000 SF
iv. Hotels (Marriott & 5-Star)	500,000 SF
v. Athletic Complex	300,000 SF
vi. Public Plaza/ Green Space	16.5 acres

- b. Total number of buildings by type: *The site plan is intended to create the proper balance of density and open space. Final determination for the total number and type of buildings shall be dependant on many factors including zoning approvals (that will detail density, building heights) and market conditions.*
- c. Expected Tenancy (by type of business, family size, etc.):
- i. Residential: *It is our belief that Long Island is under housed at all income levels. We intend to incorporate a mix of work force housing, student housing, housing geared toward empty nesters and housing targeted to younger workers and families which is surrounded by an exciting environment in which to live and work.*
 - ii. Retail: *We anticipate creating an exciting destination mixed use environment with substantial pedestrian traffic which attract a broad range of Entertainment life style orientated retailers such as Signature restaurants, cafés, boutique retail, entertainment/sports retail.*
 - iii. Commercial Office: *We feel that with are uniquely qualified to give “birth” to sports technology in Nassau County. This area will bring together the educational market (proximity to Hofstra University and Nassau Community College) and the business community (plethora of firms looking to house their business (adjacent to the Coliseum. its players, its fans and its infrastructure). Additionally, it is our belief that Nassau County’s tight commercial real estate market and lack of developable land impedes its ability to attract and retain large corporate users that demand modern facilities. We believe that office space developed on the site will attract such users as Corporate Headquarters, Technology related companies, professional services firms (law firms, accounting firms, engineering companies), financial services firms, consumer product companies and consultants.*
- d. Expected rent/sales price per square foot: *Our goal is to provide housing options for all facets of the market, from workforce housing to luxury condominiums. We also intend to offer a variety of commercial space that will compliment the overall project and provide lifestyle retail and Class A office space. Anticipating final sales and rental rates is extremely difficult at this time. Actual rates will be based on market conditions present at the time of construction/completion.*

- e. Expected absorption and occupancy rates at stabilization: *It is our belief that our project will be extremely well received and meets an existing pent up demand for housing, retail and commercial space. It would be our hope that the various aspects of the projects could be partially pre-leased during the construction phase and stabilized in a reasonable period thereafter*
- f. Schedule for commencement, completion, and occupancy of development: *While it is impossible to determine exact timing until we have completed the approval's process, it is our desire to work with the Town of Hempstead to obtain appropriate approvals and commence the project as soon as possible. It is in our interest to complete the project on an expedited basis in order to address the needs of the Islanders, achieve the goals of the venture and benefit the County in which we all live and work. Our depth of experience developing in Nassau County and our control of the Marriott and adjacent sites offer ready solutions to some of the typical challenges, which might otherwise delay the project. Our initial estimates include:*
 - i. Commencement: *Targeted for January 2007*
 - ii. Completion: *Multi phases and occupancies starting in 2009 and continuing through 2012*
 - iii. Occupancy *will be dependant on market conditions at the time of completion of each phase*
- g. Unit mix for residential and estimated size of retail tenancies: *The final mix of residential and the estimated size of retail tenancies will depend on discussions with the Town of Hempstead, the community's needs and current market conditions. Our initial plan provides for:*
 - i. Residential
 - 1. *Approximately 20% market rate rental (including student housing)*
 - 2. *Approximately 10% five-star service condo*
 - 3. *Approximately 50% market rate condominium/townhouse (will accommodate a mix of the market)*
 - 4. *Approximately 20% work force housing*
 - ii. Retail
 - 1. *Expected to range from 1,000 SF to 50,000 SF*
- h. Total number of workforce housing units, expected subsidy levels, and anticipated income requirements:
 - i. *The number of units, subsidiary levels and income requirements will be worked out with Town of Hempstead to determine market needs and establish appropriate guidelines.*

- 2) Property Value: Please provide detailed information about the value of the developed property, including but not limited to: *While it is currently impossible to determine the final values and sizes of the various aspects of the project, our plan provides for a total investment of approximately \$1.5 billion. Actual values will be determined based upon market conditions at the time of construction/completion.*
- 3) Parking: Please provide a parking program for your development, indicating in detail the number of parking spaces and the type of parking (e.g., Deck, Surface, and Underground) you plan to build at the site: *Our objective is to maximize open space and concentrate density. To achieve this, we plan on developing an appropriate mix of below grade, structural, surfaced and shared parking. Due to our control of the adjacent sites (Omni and Reckson Plaza, including associated 8 acre development parcel) the venture has access to thousands of additional parking spaces which will allow the project to incorporate greater open space while offering the capacity for major events at the transformed Coliseum*
 - a. How will that parking be allocated, or will it be shared by all facilities at the site? *The intent is to use shared parking to the greatest extent possible. Our control of the adjacent sites provide us with the advantage of great flexibility without having to develop additional parking structures which would only be utilized for certain limited occasions. The residential and hotel will have minimum parking levels that must be maintained 24 hours a day. However, the hotel parking for ballroom and exhibit events would probably be shared. Office, retail, restaurant and event parking would definitely be shared. The uses are very compatible with shared parking and the intent would be to take advantage of these uses peaking at different times of day. Upon the site being fully built-out, approximately 13,000 parking spaces will be needed. One very significant point to be made is that with the shared resources, we have the capability to host a multitude of events and activities at the site at the same time.*
- 4) Zoning: Please outline the relationship between your proposal and existing local zoning regulations. Discuss any variation from “as of right” zoning terms of height, bulk, use, parking regulations, and other issues
 - a. Explain a strategy to secure local land use approvals. *Our plan is uniquely positioned to make this project a success. With ownership of the Islanders and 2.5 million square feet of adjacent Class A office space, our group has the property control necessary to ensure the success of the project. Our plan contemplates a 150 acre master plan offering greater flexibility and a more comprehensive new planned development district to create a modern suburban environment combining office, residential, entertainment/sports retail, hospitality and public uses. Open space and public uses should exceed most current guidelines and parking will be consistent with current standards with modifications consistent with the varied peaks of the different uses. Provisions will be made for overflow through easements with neighboring*

properties controlled by the venture. We expect to work hand in hand with the Town of Hempstead to secure the appropriate approvals on an expedited basis.

- 5) Schedule: Please provide a detailed schedule of the pre-development, construction, and development phases of your proposal. Include your estimates of the timing of any approvals, payments to and from the County, and any key “trigger” events to payments for leases and/or other items. *It is our goal to obtain approvals, transform the Coliseum and begin construction on the various phases of the project as soon as possible. Transformation of the Coliseum is essential to the success of the Islanders, successful development to the remainder of the site reflects on the value of the surrounding 2.5 million square feet of Class A office space owned by Reckson and the development of a comprehensive modern suburban center is imperative to Nassau County’s future. While it is difficult to predict the exact timing of all aspects of a project of this magnitude, we will commit the substantial resources of both partners in this venture to accelerating the process and cause our vision to become a reality in record time. Our initial estimates would expect.*

- a. Predevelopment 2006
- b. Construction Commencement 2007
- c. Occupancy (Phases) 2009-2012

6) Payments and Guarantees

- a. What contingencies or conditions, if any, are tied to any lease payments and/or donations of land to the County? *As detailed in the proposed lease in front of the County Legislature, a limited number of contingencies do exist. The most significant is the zoning approval from the Town of Hempstead.*
- b. What guarantees (if any) will you provide in the event you are unable to secure approvals or financing, or otherwise do not complete any aspect of this project stated deadlines? *Reckson Associates Realty Corp. (NYSE:RA), a \$5 billion publicly held real estate investment trust with 18.5 million square feet of property, and Charles Wang have the financial wherewithal to complete the project as proposed. Mr. Wang has personally guaranteed completion of the Coliseum portion of the development in accordance with the terms of the proposed lease.*